

Chemist & Druggist

December 1 1973

THE NEWSWEEKLY FOR PHARMACY



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The newswweekly for pharmacy
115th year of publication

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Official organ of the Pharmaceutical Society of
Ireland and of the Pharmaceutical Society of
Northern Ireland

Member Audit Bureau of Circulations

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Miss Carmen Morgan reports on the
service one large wholesaler offers
to independent pharmacies (see p 774)

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Comment

The wrong reply

We warned in this column recently that in their enthusiasm to capture the chemist's buying loyalty, some suppliers might be tempted to undermine the basis of resale price maintenance on medicines. But how much does RPM matter to the profession, now that the housewife is so accustomed to buying at 'cut price' that she no longer looks down on the 'promoted' product and is rarely persuaded to buy an item for which she has no need?

The answer to this question may already have been provided in South Africa, where many pharmacists recently decided to lower prices on "patent" medicines to combat loss of sales to cut-pricing supermarkets. And, according to the October issue of the *South African Pharmaceutical Journal*, they are turning the tide. The section of the journal devoted to the views of the South African Retail Chemists' and Druggists Association records:—

"As predicted the supermarket's emphasis on the price cutting of medicines has shifted to the field of foodstuffs. Less advertising space is being devoted to 'our' lines, and more to those traditionally associated with food outlets.

"As predicted those pharmacists who have lowered the prices of 'supermarket' medicines have experienced a lessening in the consumer resistance to purchasing these lines from a pharmacy outlet, *without* causing any erosion of their professional medicine sales."

But what price this victory? First, dog starts biting dog, for while one group of pharmacists attacks the supermarkets with cut prices on the "patent" medicines, another decides on gaining "a quick advantage" by cutting medicines confined to pharmacies. The Association, not surprisingly, predicts that this could lead to a price war between pharmacies which would be "selling professional medicines at a

lowered mark-up without gaining any advertising mileage out of the gimmick".

With questionable confidence, however, the Association also predicts that the problem will right itself "as these bright boys price themselves right out of business".

But the second price the South African pharmacist must have paid is a loss of his authority to claim medicines as anything other than ordinary items of commerce. His Association is currently urging medicines manufacturers to make products for sale only through pharmacies—a symbol has been registered to be included on the packs, recalling the days of the Chemists' Federation in Britain. Yet will the public accept from the pharmacist an assurance that his medicines are better, when he has shown himself more concerned with commercial return from their sale than with their therapeutic attributes?

The prospect of such developments here is not pleasant, and we must hope that the profession can keep off this particular slippery slope. In our warnings on price maintenance, we have been concerned that "resale" should not come to mean only "retail". There are acceptable commercial reasons for manufacturers offering "inducements" to chemists to buy in at certain times—at the start of the coughs and colds season, for example—because this ensures that the product is at the point of sale when a sudden demand arises.

But to make such offers on medicines with no more reason than to attract a chemist to one buying scheme or another is a step perilously close to that slippery slope. And it is all the more dangerous if the product then becomes associated with a "good buy" label in the pharmacy. The customer who purchases *thinking* she has a bargain is no more "protected" than one who actually gets one.

Business Q&A

I use a second-hand car in my business which is a limited company. In computing personal benefit the inspector of taxes is trying to base the figure, not on what the company paid for the car, but on what the first owner paid for it. Surely this is not right.

This official view of the correct way to compute personal benefits is sometimes put forward by the Revenue, apparently because it gives an increased figure of benefit. There is no statutory authority for the method, and the legislation merely requires one to take account of the due proportion of "the annual value" of the asset. Unfortunately the annual value is not defined, but it is thought that in com-

puting this value most bodies of Commissioners would tend to look at what was actually paid by the company concerned and not at the cost to some other person with whom the taxpayer had no connection.

I believe that it is now necessary to show the company's number on any order for goods. Is this correct please?

The European Communities Act made this necessary as one of the changes upon joining the Common Market. It applies not merely to orders which a company may place, but to printed orders issued by the company addressed to itself, as for example with mail order advertisements.

Could you please let me know if I am entitled to claim "rent" on my premises for income tax. The premises (solely for business, no

living accommodation) are owned by myself and wife and the business is in my name. My accountant only allows repairs and renewals; I get nothing allowed for capital standing idle. I understand that representatives get allowance on their private dwelling if one room is taken up for their business. It has been a sore point with me for the past 20 years that if the premises were on lease, I could claim rent, but cannot charge even a portion as we are the owners.

You are entitled to deduct expenses wholly and exclusively incurred for the purpose of your business. Thus if you do not pay rent you cannot claim relief for it. You can, of course, claim the due proportion (in this case the whole) of rates, lighting and heating and other expenses in maintaining and running the property.

EEC pharmacy group 'trust' undermined?

Mutual "trust" between the pharmacists of the EEC has been undermined since the "six" became "nine", it is suggested in the Bulletin of the EEC Pharmaceutical Group just issued.

The editorial reviews discussions at recent meetings of the group and asks whether the "six" were perhaps too trusting when they approved the draft directives in 1969. Some member states had still not applied the one directive approved by the Council of Ministers and other directives were dormant, awaiting mutual recognition of the pharmacist's diploma. As a result the EEC Commission intended to "undo the parcel" and to work out new measures for the free circulation of medicines, involving reference to the training of the "responsible person". If a "certain member state" (Britain?) did not wish to accept the pharmacist's diploma as the necessary qualification in future, why did it not try to break the pharmaceutical monopoly in other member states, the Bulletin asks.

Proposals from the Commission to modify draft directive 5 in order to authorise the "establishment" of "a certain large society having a great number of pharmacies in a new member state" (Boots?), lead the writer of the editorial to point out that the answer lies in permitting ownership exceptions in countries where these are allowed.

The editorial ends with the warning that the mutual trust established in 1969 is in danger of being shaken because the EEC pharmacy group had previously agreed that no coordination would be accepted if it would diminish the position pharmacy had already acquired in a member state.

Occupational pensions: NPU plan scheme

Following government advice to employers not to delay in submitting their plans for occupational pension schemes for approval, the National Pharmaceutical Union has stated this week that it hopes to have something to put before members early next year.

The scheme is being devised in conjunction with the Union's pensions consultants, and will extend to proprietors and directors as well as employees. The new pensions legislation becomes effective in April 1975.

Steroid spray in hay fever

Hay fever has been successfully treated by beclomethasone dipropionate administered intranasally as an aerosol.

A report from Denmark in last week's

British Medical Journal says that a daily dose of 400 mcg alleviated nasal symptoms to such an extent that no further symptomatic treatment was needed in 25 out of 29 patients.

EC57 frauds: chemists asked to check procedures

Scottish chemist contractors are being asked to review their arrangements for issuing receipts for prescription charges on forms EC57. This follows an investigation conducted by the Department of Health which established that a number of EC57's had been obtained by fraudulent means and subsequently used to obtain funds from the Post Office.

The Scottish Home and Health Department have issued a memorandum requesting chemists to make sure their employees know that the forms should only be issued at the time the charge is paid. Pharmacists are also asked to review their arrangements for the safe custody of the receipt forms to reduce the risk of thefts. The memorandum points out that the forms should not be endorsed with the chemist's stamp until they are needed for issue as a receipt.

Australian attack on product bonusing

The Australian Pharmacy Guild has asked pharmaceutical companies to co-operate in a system of voluntary restraints aimed at protecting pharmacy's professional image.

According to the October edition of *Australian Journal of Pharmacy*, it has asked companies to abandon the practice of product bonusing, or at least not to publish or circulate bonus advertising, and to avoid the misleading use of the word "profit" when "margin" is meant.

The Guild is reported as saying that any improvement in the retail pharmacist's professional integrity in the eyes of the public could improve the public's respect and confidence in the companies' products. They were also attempting to obtain the mutual agreement of the three Australian pharmacy publications to a common advertising policy governing the acceptability of certain advertising.

The *Journal's* editorial describes the product bonusing technique as being "infantile in concept" and which "cheats all associated with it in practice". Manufacturers, wholesalers and pharmacists hate it—"yet built on the basest of human foibles, greed and gullibility, it continues." All it does in reality is "depress pharmacy turnovers and promote the sales of cheapjack products in other outlets". While pharmacy remains a free market it will probably remain "demeaning the professional status of pharmacists, fostering the product rat-race and yielding extra cents to no-one."

Longer pregnancies for women who took aspirin

Pregnant women taking large amounts of aspirin had longer pregnancies and longer labours than a control group, according to a report in last week's *Lancet*.

Doctors at the New York Hospital Cornell Medical Centre compared the pregnancies of 103 women with rheumatic diseases who took more than 3.25g aspirin daily for at least the last six months, with the pregnancies of 50 healthy women and 50 who had similar diseases but took no aspirin.

Patients taking aspirin had average gestation periods of over one week longer and labours on average 70 per cent longer than the control groups. In the aspirin group 18 patients had labours lasting more than 24 hours and 42 per cent had pregnancies of over 42 weeks. Healthy mothers had significantly heavier babies than mothers with collagen diseases but taking aspirin had no significant effect on the birth weight.

The authors say that as aspirin inhibits prostaglandin synthesis prostaglandin metabolism may play an important part in determining the lengths of pregnancy and labour.

Mr J. J. Lock MPS (right) of F. W. Parkinson & Son Ltd, Atherstone, Warwick, receives his prize, a portable television, from Unichem representative, Mr J. E. Harris. The prize was for forecasting correctly the amount of ex-factory sales of Rennie tablets during March. The competition was run jointly by Unichem Ltd and Nicholas Products Ltd.



BP changes may affect licensing

The BP and BPC 1973 require changes which may affect product licences, including product licences of right.

The Department of Health says that if these changes are made and the existing product is discontinued when stocks are exhausted the licensing authority need not generally be informed.

If the original application specified a particular publication, such as the BP or BPC 1968, a letter must be sent asking for the application to be changed to specify BP or BPC 1973. Companies wishing to continue supplying only to the 1968 monograph should say so. Companies continuing to produce the old and current products should contact the licensing authority in the correct procedure. Inquiries to Miss M. C. Cone, Department of Health, Medicines Division, Finsbury Square House, 33 Finsbury Square, London EC4A 1PP.

New rate for technicians

The Professional and Technical 'B' Whitey Council recently agreed on the following salary scales for pharmacy technicians, effective from July 1. The relevant PTB circular is expected shortly.

Student technician Scale A — age 16, £498; 17, £528; 18, £588; 19, £621; 20, £699; 21 and over £702-£1,077 x 8. Scale B — age 16, £540; 17, £570; 18, £630; 19, £660; 20, £708; 21 and over, £741-£1,077 x 7. Technician £1,134-£1,533 x 6. Senior technician £1,458-£1,815 x 5.

Hourly rates for part-time staff are: student technician A 21 and over, £0.53; student technician B 21 and over, £0.54; technician, £0.80; senior technician, £1.00.

Doctors' misunderstanding led to complaint against pharmacist's dispensing

A complaint that a London pharmacist had dispensed the wrong tablets for a patient arose from the "misunderstanding" of a general practitioner's handwriting by a hospital doctor.

The complaint was made to the Inner London Executive Council by the husband of a woman who was rushed to hospital on her doctor's orders four days after having taken tablets dispensed by the respondent chemists. A hospital doctor confiscated the tablets, telling the complainant that they were the cause of his wife's trouble and that they were DF 118 tablets. The woman's doctor and the respondent chemists had each stated they had not made the mistake and the complainant wanted to ascertain who was to blame.

The Pharmaceutical Services Committee, having examined the original EC10, established that the general practitioner originally prescribed "tab Dehydrocholin

Mrs S. Davis, Enfield, Middlesex, winner of a holiday for two in the recent Ambush competition by Dana Perfumes Ltd, is congratulated by Mr Philips (left), manager of the Hounslow pharmacy of E. Moss Ltd. Mr Sullivan, sales director, Dana Perfumes, is seen presenting her prize.



Glass industry announces re-cycling plans

The Glass Manufacturer's Federation has plans for saving an extra 100,000 metric tons of raw materials every year.

The re-cycling of glass is one of the main recommendations of the joint Government and glass industry liaison working party report "The glass container industry and the environmental debate". Using an extra 100,000 metric tons of cullet (crushed glass) per year, will mean that almost 30 per cent of every glass bottle will be made from re-cycled glass. The Federation, which is also sponsoring research into new uses for cullet, says that the initial target can be met from existing sources of used bottles, but eventually a new central and local government policy concerning solid waste disposal may have to be developed.

Greater tolerance in pack filling proposed

British cosmetics manufacturers will be allowed more tolerance in underfilling of packs if draft EEC regulations are approved.

The aim is to harmonise legislation on

packs throughout the EEC. At present British manufacturers are not allowed to underfill packs or bottles but may overfill within certain limits.

Goods potentially covered by the proposals include prepared perfumes, toilet products, soaps, organic surface active agents, washing preparations, herbicides and pesticides. The tolerance will be 0.75 per cent to 9 per cent depending on the nature of the product and size of the package.

A spokesman from the Department of Trade and Industry said further discussions will take place in Brussels during the next few months but "strong consumer opposition" is expected. If the proposals are accepted they will take at least 18 months to put into practice he said.

Steroid aerosol use in asthma discussed

Speakers at a symposium "Bextasol in asthma" recently gave evidence that an aerosol of betamethasone 17-valerate is effective in a large number of quite severe cases of asthma.

Investigators at Glaxo Laboratories tested the hypothesis that, as betamethasone 17-valerate has a high topical activity compared with its systemic activity, the compound should have a marked anti-inflammatory effect when applied directly to the lung in doses too small to cause systemic effects. At the recommended dosage no significant depression of the hypothalamic-pituitary-adrenal function was found. In a double-blind trial of the aerosol in 19 steroid-treated adult asthmatics, 10 were able to stop or reduce their systemic treatment. Similar findings were reported by several other investigators.

Occasional side effects were Monilia infection and hoarseness but the infection seemed to be dose related and usually responded to local therapy without discontinuing aerosol treatment.

Roche shortages

Roche Products are having difficulty in meeting the demand for Librium and Valium.

A spokesman for the company said the shortage should be "only temporary" and is "purely a question of shortage of materials generally. We are also having problems over moving into a new building."

People

Mr Francis MacMahon, MPSI, has retired from his practice at 114 Rock Road, Booterstown, Co Dublin. Mr MacMahon qualified in 1934 and opened his own pharmacy at Booterstown in 1940. He now intends to devote himself to land and property development interests. Together with his brother Mr Eugene MacMahon, MPSI, he was one of the original directors and founders of Lilmar Pharmaceuticals Ltd, now known as Lilmar-Hedley Ltd.

Mr Owen Corrigan, MPSI, has been awarded the degree of Doctor of Philosophy by the National University of Ireland. He is the son of Mr Hugh P. Corrigan, FPSI, the doyen of the Pharmaceutical Society of Ireland's Council.

Mr V. C. Hender, group managing director of United Glass Ltd, has been elected president of Glass Manufacturers Federation. Mr Hender succeeds Mr W. E. C. Stuart as president with effect from January 1, 1974.

Westminster report

Prescription collection

Mr John Pardoe asked the Secretary of State for Social Services on what date his department last entered into discussions with the Central NHS (Chemist Contractors) Committee concerning the collection of prescriptions in rural areas; and what was the outcome. Mr Michael Alison, under-secretary, replied "On July 22, 1971. Consideration of information supplied by the committee to the department in 1971/72 is not yet complete; the difficulty is to devise criteria which would distinguish cases where use of public money for these services would be justified in England."

Transfer pricing

Mr Michael Meacher asked the Secretary of State for Social Services what further proposals he had to control transfer pricing in the case of drugs. Sir Keith Joseph, Secretary of State for Social Services, replied "The transfer prices of medicines sold by foreign companies to their subsidiaries in the UK are not controlled by me. They are part of the costs to be set against the sales of the subsidiaries to the NHS. Though I cannot compel the supply of information from abroad, I have sufficient information from the companies concerned and from my general intelligence about the pharmaceutical industry to make reasonable assessments of the profits contained in the transfer prices, which I take into account when considering the overall profitability of the companies' operations in this country".

Topical reflections

BY XRAYSER

Sherwood

Regional divisions of the Pharmaceutical Society are not all so romantically named as Sherwood, which always conjures up visions of merry men and, in these days of "liberation", more than one maid. It was something of a let-down to learn that the meeting had been held in Sheffield.

Nevertheless, with Mr W. A. Beanland prepared to be provocative, there is no doubt that "down in the forest something stirred" and it was not only the note of a bird.

Mr Beanland's concern for pharmacy, present and future, is little different from my own, so frequently expressed in this column. But as Bernard Shaw said on a famous occasion, what are we two against so many? I am certain that the odds are not so great as that, but they are considerable.

Mr Beanland suggested that every pharmacist engaged in general practice should ensure at once that in his shop there is "no self-service and no display of junk and rubbish". The speaker went further. He said that it frightened him to see resentment from so many pharmacists in regard to the Society's retention fee of £14, in order that they might practise, and then to learn that between 3,000 and 9,000—an elastic figure—"will pay £150 in order to flog cut-price hairsprays".

But if Mr Beanland goes only a step further in that direction, he will at once appreciate that considerably larger sums of money have been expended for the express purpose of creating an environment in which to display the cut-price hairsprays and other articles of a like nature on a self-service basis, achieving in the process the appearance of a close family resemblance with the supermarkets and general stores. There is, in other words, a large capital investment in fitments not easily adapted to other uses. Besides Mr Beanland must know, as I do, that there are pharmacists who enjoy cutting and thrusting.

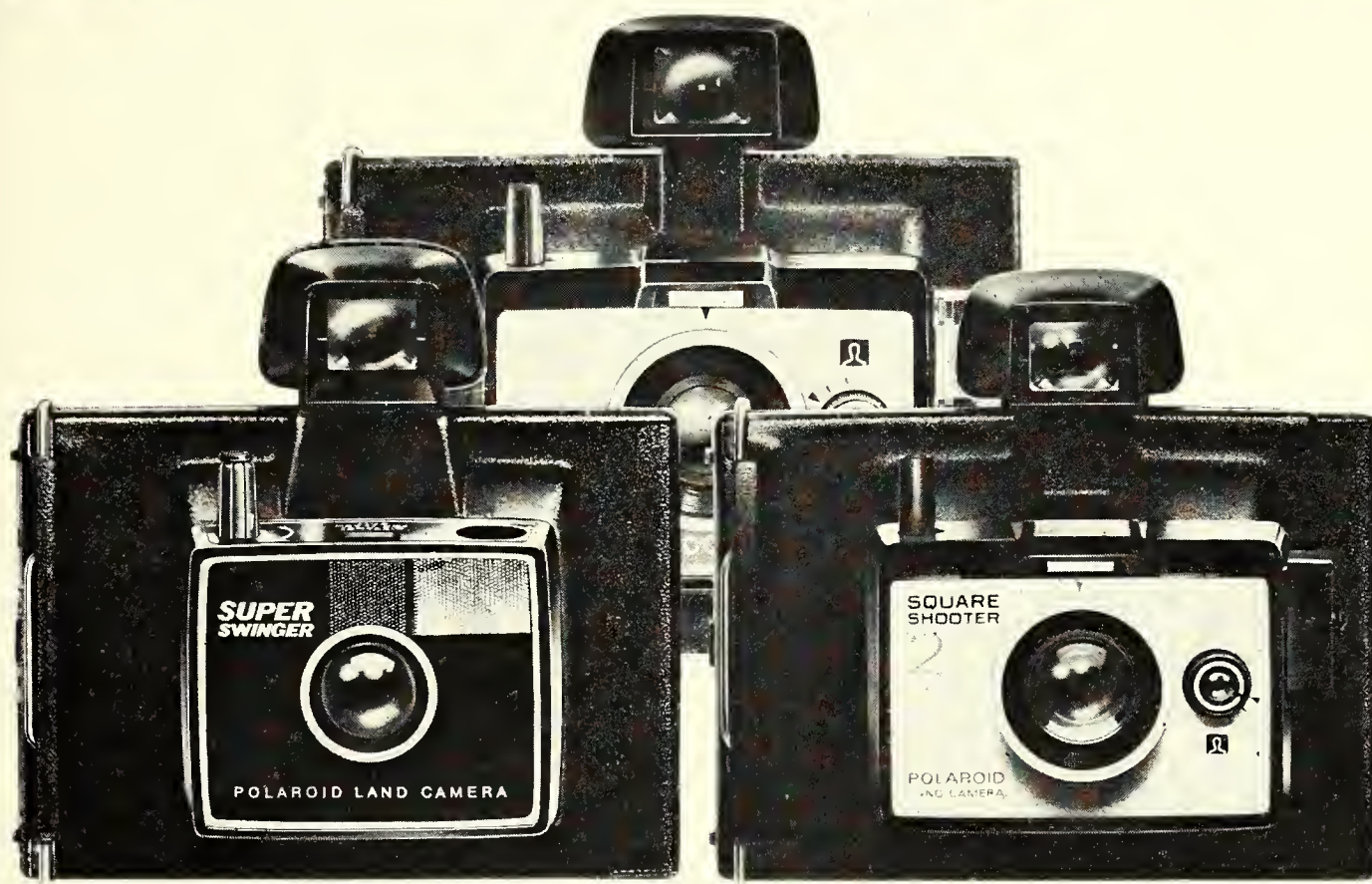
Registration

So far I have been at one with Mr Beanland's professional aspirations, but I must admit to some difficulty with another of his arguments. He said that there were too many pharmacies in Britain competing for too little pharmacy business. "Let us reduce the number of pharmacies by at least a half and ensure that in each there are two pharmacists," he said. Arithmetically, that seems sound, but a halving of the number of pharmacies would not bring any more pharmaceutical business, and I do not see how the speaker's suggestion could be brought about voluntarily.

But Mr Beanland, in discussing the position of pharmacies under the Medicines Act, pointed out that the Department of Health would be taking over the duties concerning registration of premises in 1975. The Department would have the right of refusal of entry to the Register—a right the Pharmaceutical Society had never enjoyed. The speaker regarded that as a threat to pharmacy, for if the Department decided that certain classes of pharmacies should not continue to operate, or that the total number of pharmacies should be decreased, then registration could be refused. "Political pressures could be used and could alter completely the number and type of premises", he said.

Would the Society, which has no power to refuse registration and consequently no control over opening or planning, be in a worse position in the new situation? Would it have no influence whatever with the Department? Would it not be consulted at any stage? Political pressures may be of many kinds, and it might be that some of the ideals expressed by Mr Beanland would become less remote than at present.

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colour and black and white pictures — £16.18*. Remember too we can supply all your Polaroid film requirements.



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New products and packs

Hair care

New ranges from Lady Jayne

A new range of hair brushes and hair slides from Lady Jayne, available to suppliers from March 1, 1974, is being shown at the Mount Royal Exhibition.

Two of the brushes are a full radial, which has a "hi-lo" filling of two-length tufts and is small enough to fit in handbags (£0.65), and one that has a strand of very stiff nylon in each tuft to penetrate the hair while the other tufts groom the hair (£0.55); both are in mustard or chianti colours.

The brushes can be teamed with wide-toothed "super-combs" (£0.15), in the same colours, or tail (£0.09) and split-tooth side combs (£0.12 and £0.15 a pair) that are in mustard, chianti, blackberry, or arctic white. Also from Lady Jayne are six slides cast in metal with a gilt or rhodium finish (£0.25).

A range of hair products for the young has been introduced under the name Miss Jayne. It consists of a wide selection of lightweight slides in clear strong colours plus pony tail bobbles and bands. Each card has six slides (£0.15), or two bobbles (£0.05), and the complete range comes in a display pack of 48 assorted cards (Laughton & Sons Ltd, Warstock Road, Birmingham B14 4RT).

Cosmetics and toiletries

Mary Quant foundation creams

Mary Quant have introduced a foundation cream called Model Make-up (£0.75), which has added moisturisers and comes in a stick form. Also introduced is a new formula Starkers (£0.60), which is said to be extra moist and is packaged in a silver and black tube. Both are in four shades — light, beige, dark, and bronze. Face Final, a light transparent pressed powder which gives a matt finish, completes the look and is in a black pack with its own mirror (Mary Quant Cosmetics Ltd, Hook Rise, Surbiton, Surrey KT6 7LU).

Christmas coffrets

Two perfume coffrets, one containing ½ oz Empreinte perfume and 1 oz eau de toilette (£6.90), the other ½ oz Empreinte perfume and 2 oz eau de toilette (£10.65) have been introduced by Courreges, Parim Ltd, 14 Grosvenor Street, London W1X 0AQ. Available to selected stores only.

Outdoor Girl for Spring

Girl Cosmetics Ltd have introduced a range of skin care cosmetics with protein added. The products are a cleanser (£0.40), toner (£0.40), moisturiser (£0.45), moisture cream (£0.25), over-30 cream (£0.25), and rich skin care cream (£0.35). For the spring, Outdoor Girl offer cream shadow



(£0.15), in six "smoky" shades: aquamarine, sage, slate, sepia, lavender and pansy.

Also from Outdoor Girl is a foundation, Flowing Foundation (£0.30) which includes moisturiser, and a cream blusher (£0.15), which comes in a small pot in a choice of two colours, sienna (a smoky pink) and sable (a smoky brown). Also introduced are five "mini" nail polishes in one small wallet called Rainbow nail sets (£0.59). The colours are bluebell, peppermint, nasturtium, neopolitan, and citrine.

All the products will be for sale from January 1, 1974 (Girl Cosmetics Ltd, Surbiton, Surrey KT6 7LU).

Home brewing

Grey Owl liqueur flavourings

A range of six flavourings for the preparation of home-made liqueurs has been produced by Grey Owl. The flavours are apricot brandy (£0.23), cherry brandy



(£0.25), coffee rum (£0.23), creme de menthe (£0.25), honey smoke (£0.26), and peach brandy (£0.21). Each bottle is attractively packaged in a display box for individual sale, and full instructions are on the pack. There is also a booklet, Making Liqueurs at Home (£0.10), which has its own dispenser (Grey Owl Ltd, Morley Road, Staple Hill, Bristol BS16 4QF).

Sundries

New contraceptive

A new black, lubricated, lightweight condom protective has been introduced by I.R. Industries under the brand name Durex Black Shadow.

The protective carries the British Standard kitemark and is for sale in black and gold wallets of three. It is supplied in a display outer of 24 at a trade price of £6.00 per gross plus value added tax (LR Industries Ltd, North Circular Road, London E4 8OA).

Prescription specialities

HUMOTET

Manufacturer Wellcome Medical Division The Wellcome Foundation Ltd, Berkhamsted, Herts HP4 2DY.

Description Purified immunoglobulin obtained from sera of healthy human donors known to have high levels of tetanus antitoxin following active immunisation with tetanus vaccine. The colourless, semi-viscous liquid contains tetanus antitoxin 250 IU in 1ml with thiomersal 0.01 per cent and glycine 2.25 per cent.

Indications Passive immunisation against tetanus in conjunction with tetanus vaccine. Treatment of tetanus.

Contraindications History of anaphylaxis after human gamma globulin.

Dosage Passive immunisation: see literature. Tetanus treatment: 30-300IU per kg bodyweight intramuscularly.

Side effects Local inflammation and tender-

ness may occur particularly in patients with antibody deficiency syndromes.

Storage At 2-10°C. Do not freeze.

Packs 1 dose vial (£2.56 trade).

Issued November 1973.

Symmetrel in herpes zoster

Symmetrel is now available for the treatment of herpes zoster. Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire, SK10 2LY, say a recent trial showed that the drug significantly reduced the number of patients experiencing pain of long duration. The dosage is one capsule twice daily for 14 days and may be continued for a further 14 days if post herpetic pain persists.

Eudemine 100mg tablets available

Eudemine 100mg tablets have been added to the range of diazoxide preparations manufactured by Allen & Hanburys Ltd, Bethnal Green, London E2 6LA. The makers say the new tablets (100, £8.40 trade) will be more convenient for patients being treated for severe hypertension, when the dose required is usually higher than that necessary for the treatment of hypoglycaemia. The white, sugar-coated tablets are coded AH/9D.

Trade News

Beecham to aid chemists' selling efficiency

Beecham Proprietaries have established a development department to provide chemists with skilled advice and assistance in maximising their profit from health and beauty aid products. The new department is headed by Mr S. Whiteside, who is currently engaged in the selection and training of the men who will make up his specialist team.

Drawing on Beecham's experience and expertise in this area of marketing, the department will support existing customer service provided by the sales force representatives, who are already equipped to advise on ordering, merchandising, stock-taking, promotions etc.

"As chemist shops vary so much in size and type," says Mr Hockley, Beecham Proprietaries general sales manager, "we train our representatives to deal with our customers individually, tailoring their advice to suit local needs and conditions. High-pressure salesmanship is out; the major role of the Beecham representative is as an adviser, his job is to help the chemist to sell and not merely to sell to the chemist. We believe it is this approach which has helped build the mutual respect which exists between Beecham and the chemist."

"As the chemists' business in health and beauty aids continues to expand, more and more are turning to us for advice and assistance and the establishment of the development department is just one more step towards increasing still further the efficiency and scope of our customer service."

Natusan goes national

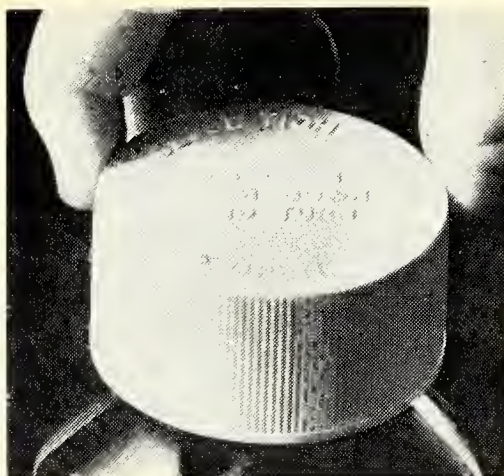
Natusan baby cream and soap manufactured by Alfred Benzon (UK) Ltd, Grimshaw Lane, Bollington, Cheshire, are to be distributed nationally in the UK following successful test marketing in Granada TV area. The nappy rash cream, which the makers say is brand leader in Scandinavia, is to be backed by year round advertising campaigns in women's magazines and, in some areas, on television.

Mennen television commercial

Mennen (UK) Ltd, Mennen House, Marlow, Bucks SL7 1NG, are launching three 15-second television commercials for Trouble aftershave. The commercials feature Tim Brooke-Taylor in humorous situations.

Little Healers now in tubes

Fennings Pharmaceuticals, Hurst Road, Horsham, Sussex, are now packing their Little Healer 36 pill size in Rotex tubes. The tubes have orange stoppers to differentiate them from the 90 size packs with white stoppers.



Safety closure

Clic-loc, a safety closure which the makers claim is almost impossible to open by children under five, is available from U.G. Closures and Plastics, Astronaut House, Hounslow Road, Feltham, Middlesex.

The only way to remove Clic-Loc is to press down and turn at the same time. The closure has an inner threaded cap and an overcap with flexible fins moulded into the underside of the top portion. De-pressing the cap makes knurls inside the overcap correspond with knurls on the inner closure so that the complete cap can be removed by the usual unscrewing action. If the cap is not pushed down it spins round harmlessly, making clicking noises which act as an audible alarm. To reclose, the cap is screwed on like any other threaded cap.

The inner cap has a pulpboard wad which can be faced with foil, plastic film or any other conventional facing material. Designed for liquid and dry products, in glass, plastic or metal containers, the Clic-Loc is suitable for use with standard threaded finishes.

Carmen Christmas advertising

A pre-Christmas television advertising campaign for Carmen heated rollers and Carmen conditioning curlers is being run from November 21 until December 14 by Carmen Curler Co Ltd, Carmen House, Deer Park Road, London SW19 3VX. There are three seven-second commercials, one for conditioning curlers and two for standard heated rollers. The campaign will break nationally and will cost just under £100,000.

The commercials feature two nationally-known models: Sandra Paul is shown with five different hair styles in the heated curlers commercial, and Cecile Graham is shown putting a conditioning curler into her hair in the other.

Radian packaging

Radiol Chemicals Ltd, Stepfield, Witham, Essex, state that owing to a shortage in supplies of packaging materials Radian-B may be packaged in a medical flat instead of the normal ribbed oval bottles, and may not be cartoned. There are adequate supplies of Radian massage cream in the 40g size tube, but the 100g size may be delivered in another type of container.

Temporary Naprosyn pack

Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks, are temporarily supplying the 250 pack size of Naprosyn in a new container with a level lid. The company say that the "enormous"

demand for Naprosyn has coincided with a shortage of certain packaging materials, but the original container will be re-introduced as soon as possible.

Additions to Tawney range

Girl Cosmetics Ltd, Surbiton, Surrey have extended their Tawney range to include a cleanser-toner with protein (£0.35, a liquid facial shampoo that leaves the skin "soft and refreshed"); moisturiser-night cream with protein (£0.35); facial mask with honey and almond (£0.35, a strong skin cleanser with deep pore action); lip sheen (£0.25); Easy Comb hair spray with lanolin (£0.55); and hair conditioner cream with lanolin (£0.50). The range is for sale from January 1, 1974.

Wilkinson Sword pre-Christmas campaign

A 30-second colour television commercial, supported by Press advertising, is being used by Wilkinson Sword Ltd, Sword House, Totteridge Road, High Wycombe, Bucks HP13 6EJ, in a pre-Christmas advertising campaign. The commercial features the Bonded shaving system in a "Christmas card" pack and will be shown nationally during the four weeks before Christmas.

Family benefits booklet

A revised booklet "Family Benefits and Pensions", from the Department of Health and Social Security, is being distributed to chemists by Executive Councils. It is intended to outline help available from the Department and to enable advice to be given where it seems necessary. The booklet is not for issue to members of the public and people seeking details of particular benefits should be advised to obtain the appropriate leaflet or claims form.

Bonne Bell teaching programme

Following the success of showing their book, The Great Looks Book, to teachers at the Home Economics Exhibition last May, Bonne Bell Ltd, York House, Empire Way, Wembley, Middlesex HA9 0PA, have received a great demand for it from schools and colleges. The book (£5.00), outlines a teaching programme covering good grooming, makeup, skin care and diet, and Bonne Bell expect it to help to establish their name with the teenage market and therefore to increase the sale of their products.

Kotex promotional case

Kimberly-Clark Ltd, Larkfield, Maidstone, Kent ME20 YPS, are offering a promotional case of Kotex New Freedom panties and bikinis to sell alongside New Freedom towels. The case contains six panties and six bikinis and has perforations which enables it to be opened into a shelf merchandiser displaying two facings — one of the panties and one bikinis. There is a 20p per case saving over purchases of standard stock.



Trade News

continued from p767

Faberge promotions

New products and promotions are being launched by Faberge Inc, Ridgeway, Iver, Bucks, in January 1974. Faberge West has been introduced in a spray lotion (£1.50) to complement the existing splash lotion, and Zizanie will be available in a 1oz eau de toilette spray (£1.30).

January promotions are, Xanadu, Aphrodisia and Tigress 1oz spray Colognes packaged together (£0.99); Xanadu talc shaker as a consumer offer (£0.95); a special 5oz Kiku talc shaker (£0.90) and a larger Kiku hand and body lotion (£1.20); Zizanie eau de toilette spray (£1.30); all these come in pre-packed parcels of 12, with display units.

Also on special offer in January is a free 2oz Brut deodorant with every 3.2oz bottle of Brut lotion (£2.55), and Faberge West splash and spray lotion will be available as a 24-piece promotion in a vacuum-formed bronzed unit.

Beautiful flowers from Boutique

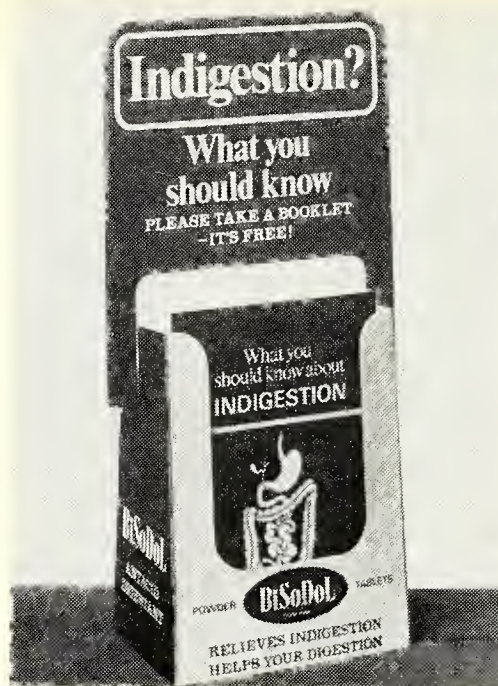
Kleenex Boutique tissues were featured recently in a competition in the BBC's programme, "The Generation Game". Following the response that was aroused by the beautiful display of paper flowers, Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, have produced a leaflet giving instructions on how to make the flowers from Boutique tissues. With the Christmas decoration season almost here Kimberly-Clark expect this to increase the demand for the product.

Natural colours from France

A new range of natural colours are being marketed in the UK by Jacobson van den Berg & Co, 231 The Vale, London W3 7RN, on behalf of Phytocolor of France. The range has been designed for use by all aspects of the pharmaceutical and cosmetic industries. The colours conform to existing EEC regulations.

Alker-Seltzer Christmas display

Anticipating a sales boom during the Christmas season, Miles Laboratories Ltd, Stoke Court, Stoke Poges, Bucks, have introduced a display outer and shelf strip featuring a jovial caricature of Henry VIII, for Alker-Seltzer. Miles Laboratories expect to spend £100,000 on advertising during the Christmas period.



Indigestion booklet

"What you should know about indigestion" is a free booklet from the International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET, makers of Bisodol. The booklet, which comes in a counter dispenser, explains to customers what causes indigestion and how it can be treated.

Vosene television commercial

Beecham Toiletry Division, Beecham House, Brentford, Middlesex, plan to spend £120,000 on a national television advertising campaign for Vosene. The 30-second commercial emphasises Vosene's improvements—the thicker shampoo, improved lather and "softer" perfume—and aims to make the green pack familiar to the buyer. The commercial will be seen throughout November and will be followed by a burst of advertising early in 1974.

Compact cassette techniques

Agfa-Gevaert Ltd have published a booklet Recording with Compact Cassettes. Its 98 pages contain technical information designed to interest both the beginner and enthusiast. It includes chapters on: equipment, recording techniques, the compact cassette, high fidelity, microphones, making quality recordings and an explanation of technical terms. Available from Agfa-Gevaert Ltd, Compact Cassettes, Great West Road, Brentford, Middlesex, and costs £0.65 plus 6p post and packing.

Water purifiers

A new series of water purifiers which will reduce the dissolved solids content of brackish or mains water by more than 90 per cent is available from Paterson Candy International Ltd, Laverstock, nr Whitchurch, Hants. They are shelf or bench mounted units, operating on the reverse osmosis principle using the Du Pont Permapsep hollow fibre permeator, a semi-permeable membrane which, while retaining the dissolved salts, also retains bacteria, pyrogens and most organic materials found in natural water.

The process is continuous.

The unit is fitted directly to the normal water supply and incorporates a triplex pump with suction switch, a 10-micron cartridge and an activated carbon filter,

one or two permeators, a pressure gauge and a waste control valve. If necessary a phosphate doser can be included to inhibit hardness scale formation on the membrane or a feed water softener can be supplied.

The PCI Series "O" purifiers can also be installed "upstream" of a deioniser enabling it to produce consistently better quality water and to operate with much longer cycles between regeneration or cartridge change.

Two models are available, series 01 with a daily output of 4500 litres and series 02, 9000 litres per day.

Jesus Christ Superstar

An exhibition of photographs in black-and-white and colour by David James taken during the making of Universal Pictures motion picture Jesus Christ Superstar, will be on show at the Kodak Photographic Gallery, 246 High Holborn, London WC1 from December 5 until January 11, 1974. Hours of opening 9.00am-5.00pm daily; closed Saturdays, Sundays, December 24-28 and January 1.

Shopex '74 moves to Brighton

The Self Service Display Equipment and Shopfitting Exhibition will be held in Brighton from September 15 until September 18, 1974. Shopex '74 will occupy the lower ground floor and ground floor, halls six and seven, of the Hotel Metropole Exhibition centre and will accommodate at least 80 exhibitors. For further details contact Mr. J. Mann, Westbourne Exhibitions Ltd, Crown House, Morden, Surrey.

on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; CI — Channel Islands.

Anadin: All except E, CI

Aquafresh: Y, NE

Askit: Sc

Beecham powders: All areas

Cachet: Ln, M, Y, Sc, So, NE, G

Carmen conditioning curlers, heated rollers: All areas

Censored after shave: All areas

Crest toothpaste: Y

Falcon hairspray: All areas

Fidji perfume: Ln, So

Hai Karate: All areas

Old Spice: All areas

Oil of Ulay: M, Lc, Sc, WW, So, A, U, We, B, CI

Osprey after shave: G

Philips Ladyshave: Ln, M, WW, So, A, We, CI

Philips Philishave range: All except E

Sinex: All areas

Tabac Original: Ln, M, Lc, Y, Sc, So, NE

Vicks Vapour Rub: All areas

Venos: All areas

Vosene: All areas

Yardley Sea Jade: All areas

Wilkinson Sword Bonded shaving system: All areas

Introducing new Bambi.

The new improved Golden Babe disposable nappy from Lilia-White.

Golden Babe Bambi pads are a new concept in disposable nappies. They have their own built-in waterproof backing.

This disperses the moisture evenly through the nappy instead of allowing it to collect in a pool as it can do with ordinary disposables.

They lessen the chance of nappy rash

and they're much more comfortable to wear.

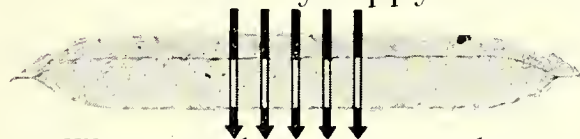
We'll be advertising new Bambi pads in all the high circulation women's magazines plus the specialist mother and baby press.

The campaign starts

in November with full colour spaces and hard hitting ads.

We'll be running a big money off promotion. Over 100,000 mothers will each receive a 16p Golden Babe nappy voucher redeemable through your outlet.

Ordinary nappy



Wetness tends to stay in one place.

Bambi



Special backing disperses moisture through the whole pad.



WHITE VANISHING

Clearasil

CREAM MEDICATION
FOR SPOTS AND ACNE

Clearasil

SKIN TINTED

Clearasil

CREAM MEDICATION
FOR SPOTS AND ACNE

Clearasil

Introducing the new, larger Clearasil. In a new pack. It'll pay you to show it off.

The top selling, most heavily advertised acne medication in the U.K. ought to be seen in the shop.

That's why we at Clearasil have replaced our old Cream Medications with new 22gm. size tubes in exciting self-display cartons.

All we are asking you, the Chemist, to do is give the new packs the display they deserve.

So show them off and make extra sales and extra profit.

The new packs are available from your wholesaler now and replace the existing 18gm. size packs.

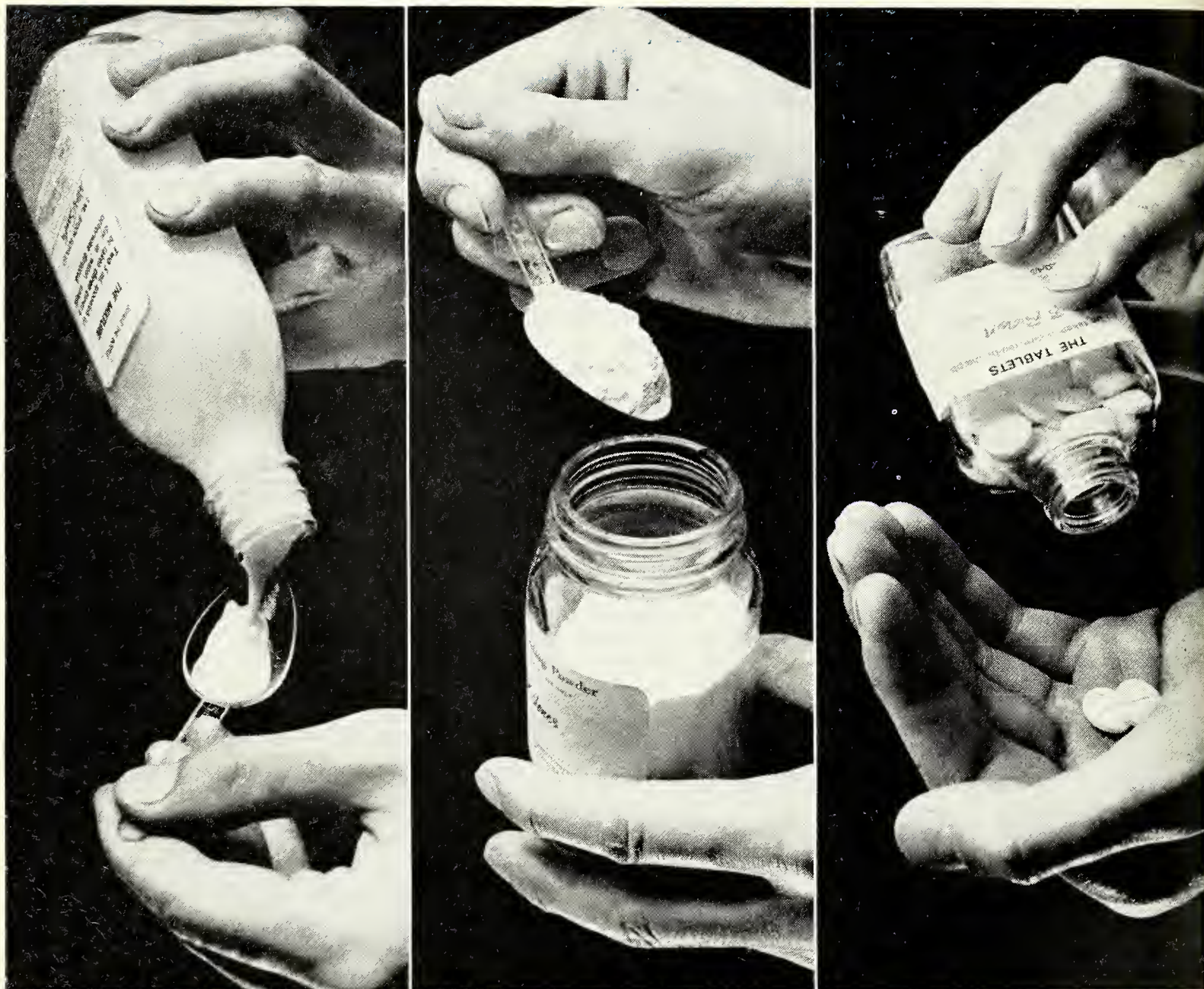
List price per dozen (ex. v.a.t.) £3.685

R.S.P. per unit (inc. v.a.t.) 45p.

Profit per dozen £1.225

Give skin a chance. With Clearasil.

BEATSON GLASS CONTAINERS



THE DEPENDABLE ONES

- Metric Ribbed oval —white flint and amber
- Metric Winchester —plain and ribbed
- Metric Medical —white flint
- Vial —white flint
- Powder —white flint and amber
- Metric Sloping
- Shoulder Flat —white flint and amber
- Olive Oil —white flint
- Tablet —white flint and amber
- Jar —white flint and amber
- Eye Drop Bottle and Dropper. —amber



BEATSON, CLARK & CO. LTD.,
ROTHERHAM, YORKSHIRE.
Tel: 0709-79141 Telex: 54329

Eve Gardiner celebrates sixty years

This month Eve Gardiner, head of Max Factor's UK salon, celebrated her sixtieth birthday. After 40 years with Max Factor, she holds a unique position in the world of beauty and can look back over a full and rewarding career.

How is it that at 60 Eve Gardiner looks so young and is so active and full of vitality? Eve believes that "Every girl or woman, regardless of age and position, has the right to look her best". This is the maxim that has guided her throughout her working life, and millions of women have been influenced, directly or indirectly, by her help and advice.

Eve's life has always been, and remains, an active one. She works long hours, frequently gives evening lectures and demonstrations and, besides being responsible for the day-to-day running of the Bond Street salon, she carries on a postal beauty service. Despite a severe heart attack in 1964, she has had the determination to continue the work she has devoted her life to.

Eve's extensive career has been a rich and varied one. She joined Max Factor in 1936 at the age of 22, their first British make-up artist in the UK. She was specially trained by a member of the Hollywood salon and has since used her skills and artistic creativity in the many spheres of the beauty world, and indeed, she has pioneered many of them.

Shortly after World War II Eve began working closely with two plastic surgeons

Sir Harold Gilles and Sir Archibald McIndoe — to help in disguising the scars



and skin pigmentation resulting from surgery. She believed that it was important that ordinary make-up was used to tone-down the disfigurements for, "The patient realises that the disfigurement is not so bad that something different is necessary". Her interest in facial disfigurement has led to recognition in this field and she now instructs hospital beauty therapists in their work.

In 1955 Eve was asked to teach skin care and make-up to blind girls. Once again she adapted her skill to overcome the problems facing blind women and formulated a complete make-up routine for them. At every royal and state occasion — Eve has seen two coronations — she has been employed attending celebrities; she has advised stage personalities on their make-up, and is an acknowledged expert on make-up for television.

Looking at Eve Gardiner today, it is difficult to realise that she is, indeed, 60. Yet, with the current vogue of women denying their age, Eve frankly admits to hers. She is, indeed, a remarkable woman.

Trade News

Continued from p768

Vestric extend 'special' service

On December 3, Vestric will introduce "a new, fast, local prescription service" to customers in north Liverpool and south west Lancashire, from a unit at Bootle. This is the third Vestric service of its type to be introduced—the other two are at Stoke-on-Trent and Coventry—and will provide "ethicals", standard drugs and drugs Tariff sundries.

An extension of the services of the branch at Speke, Liverpool, the new depot will serve customers up to four times each day. Speke will continue to serve patents and counter lines requirements. Manager of the new depot will be Mr Malcolm Guthrie, previously assistant manager at Vestric's Sheffield branch.

Polaroid 'close' order book

Pre-Christmas order books for most cameras have been "closed" by Polaroid UK Ltd, Rosanne House, Welwyn Garden City, Herts, following heavy demand. The

company expect to meet orders received up to November 26 in time for Christmas sales, though they are facing packaging material problems in common with other manufacturers.

Two models still available are the square Shooter II and the Super Swinger gift set, but manufacturing difficulties have meant that no Colorpack 100 or model 190 can be supplied. Polaroid advise chemists whose orders were not in time to contact wholesalers without delay to see whether they are holding stocks.

Price increases

Two pharmaceutical manufacturers have announced increased prices for a wide range of their products, too late for inclusion in this week's supplement. Hoechst Pharmaceuticals, division of Hoechst UK Ltd, PO Box 18, Hounslow, Middlesex TW4 6JH, have raised prices across their whole range, covering Cosaldar, Daneral SA, Daconil, Gingicain M, Jadit, Jadit H, Lasix, Rastinon and Synadrin. These prices are effective November 30.

Pfizer Ltd, Sandwich, Kent CT13 9NJ, announce increases on Akineton, Arvynol,

Atarax, Cordilox, Cortril, Daricon, Delta-cortril, Diabinese, Evacar, Equipose, Equivert, Navane, Nephрил, Niamid, Rondomycin, Safapryn, Sigmamycin, Sinequan, Terra-bron, Terra-cortril, Terramycin, Tetracyn, Ultrapen, Vatensol and Vibramycin all effective December 3.

Full details will be included in next week's price supplement.

Helfex '74 in London

The first international health food exhibition ever to be held in Britain will take place March 17-20, 1974 at the Bloomsbury Centre Hotel, Coram Street, Russell Square, London WC1. The first two days of Helfex '74 are for the trade only and manufacturers exhibiting at the fair will be offering discounts and bonus offers for orders placed there. Details from Alistair Macpherson, Helfex '74 Fair organiser, 50 Gray's Inn Road, London WC1X 8LA.

Overseas News

US study shows public wants more professional services

Patient counselling is one of the most important roles of the pharmacist according to a survey carried out in the U.S.

A news-sheet from the American Pharmaceutical Association academy of general practice reports a study of public opinion towards services such as the patient record system, patient monitoring and therapeutic counselling. Public opinion was that personal attention and professional services were more important than price and/or location. The majority of patients thought their pharmacy should have a record system and said they would try to have "all their medication needs met at one pharmacy so that the record would be complete and accurate." They also felt pharmacies should provide private consultation facilities.

The authors conclude that "given the opportunity, the public would seek more professional services from pharmacists."

India drugs firms to dilute their equity

Six pharmaceutical manufacturing companies have agreed to dilute their equity capital in India. These are: Alkali & Chemical Corporation of India, Pfizer, German Remedies, Abbott Laboratories, May & Baker and Searle India.

While both Alkali & Chemical Corporation and Pfizer will reduce their shareholding from 75 per cent to 60 per cent, German Remedies will dilute its equity from 64 per cent to 40 per cent. The three remaining firms have yet to specify the extent of dilution.

This information was given in the Indian Parliament by Mr Shah Nawaz Khan, minister of state for petroleum and chemicals. Mr Khan told the house remittances by foreign drug manufacturing firms with foreign equity exceeding 50 per cent amounted to about Rs.32.5 million during 1971-72.

WHOLESALE IN FRANCE

Miss Carmen Morgau, BPharm, MPS, earlier this year reported on her experience of French retail pharmacy as Franco-British Pharmaceutical Commission scholar (C&D, May 19, p658.) In this article she describes a large wholesaling operation.

The Office Commercial Pharmaceutique was begun in 1925 by the fusion of three pharmaceutical wholesalers in Paris. Since then the OCP has created and developed a commercial network consisting of 57 establishments which cover the greater part of France. Paris-Ardenne is the headquarters of the organisation as well as being the largest distribution centre.

The OCP is a limited company whose managing director is a pharmacist. In fact, six pharmacists are employed in administrative work all chosen for their experience in retail and manufacturing establishments.

At one time representatives called upon pharmacists to collect orders but now, as in Britain, clients are telephoned at set hours. The pattern of deliveries — up to three times per day in Paris, up to five or six times a day in the provinces, and twice daily in the country — reflect traffic conditions and distance from the warehouse.

OCP stocks 30,000 different items of which 12,500 are drugs. The rest are what is termed "para-pharmacy" — homoeopathic, dermatological, hygiene and veterinary products, sundries and perfumery.

The whole ordering system is computerised and mechanised. The telephone order clerk has before her a range of punched cards each relating to a product and pack size. The cards total 3,700 and cover nearly 70 per cent of total sales. Cards for products not in the file are added further down the line.

The clerk's "chair on wheels" enables her to move quickly to any part of the file from which she selects the appropriate cards, placing them in a tray which is transported when the order is complete to the order assembly section by conveyor belt.

Computer

The cards are fed into a computer which prints out the order in a series which corresponds with the warehouse positioning of the goods. Each order goes in a separate goods collection box and moves by conveyor through the warehouse on a platform which can be "keyed" to stop at pre-determined stock positions corresponding to the order the box contains.

Discounts are also given to encourage "sensible bulk buying" and to assist in this a computer print-out of the amount of an item the retailer has purchased during the past month is produced for all products used in large quantities.

A feature of the order assembly line is the "apron" worn by staff and in its large

pockets they carry stock from the shelves to the boxes. It is found that by having an operator working on a small section of the stock, training and errors can be minimised. Staff are organised on a three 8-hour shift system.

The completed boxes are distributed to pharmacists on one of the 80 van rounds (the round number is included on the order) and invoicing is completed by the computer overnight for the pharmacist to receive next day.

Any errors in the delivery or any out of stock lines are noted by the order assembly clerk on the thin detachable strip of the computer print out. These corrected lines are then fed into the computer for it to print out the correct invoice. Changes in price are also dealt with by the computer for invoicing purposes.

The range of products stocked in the various headings is sometimes wider than might be expected. Perfumery includes razors and toiletries such as shampoos and denture fixatives. But in addition OCP offers its customers the opportunity to buy for themselves and their families at privileged prices, items ranging from the record of the month to cooking utensils, plus televisions, garden furniture, and other consumer durables — the aim being to save the pharmacist having to shop for these items.

A regular commercial bulletin keeps the pharmacist up to date with the offers and with the new products stocked — plus a job advertising service, both situations wanted and situations vacant.

OCP also stocks a full range of equipment for the pharmacist ranging from shop fittings (counters to drug cupboards) and shop signs to drug jars (for window displays) to dispensing apparatus.

Information

Another service is the provision of technical information and the answering of inquiries. Data sheets are provided free routinely on all new pharmaceutical specialities. But despite the professional "face" it is interesting to note the stress on "profit" in the commercial bulletins!

OCP is France's largest wholesaler and in my experience its service compares very favourably with what is available in Britain. It can be seen to be trying to live up to its motto — "Tout vites et bien".

Books

Chemotherapy of Malaria and Resistance to Antimalarials: Report of a WHO Scientific Group

World Health Organisation, UK: H.M. Stationery Office. 6½in x 9½in Pp 121. £0.90.

The report reviews the current use of anti-malarial drugs in clinical practice and in malaria control and eradication programmes, outlining the main principles of treatment of acute falciparum malaria presumptive and radical treatment, and mass drug administration. The present geographical distribution of drug-resistant malaria is considered, together with a description of the grading system used for classifying resistance. The available methods for testing susceptibility, including the WHO Standard Field Test and a recently-developed in-vitro test are discussed.

Recent clinical trials with older anti-malarials are discussed, as are the most promising agents developed in the search for new agents, the search being facilitated by improvements in the older models for evaluating antimalarial activity and a new model based on the owl monkey. Detailed procedures for screening potential anti-malarial compounds are included in an appendix.

The report concludes that no universally valid approach can be recommended for the treatment of chloroquine-resistant

infections although useful drugs include quinine and combinations of long-acting sulphonamides with dihydrofolate reductase inhibitors.

WHO Expert Committee on Biological Standardisation: Twenty-fifth report.

World Health Organisation, UK: HM Stationery Office. 6½in x 9½in. Pp66. £0.40.

An important feature of this latest report is the revised general requirements for the sterility of biological substances, taking into account recent developments of sterility testing and improvements in control methods. Appendices include a membrane filter sterility testing procedure and tests for mycoplasma.

Requirements for rabies vaccine for human use are annexed and are complemented by the information given in the third edition of *Laboratory Techniques in Rabies*. Cholera vaccine requirements and inactivated influenza vaccine requirements have undergone modification. International Standards for two types of anti-Salmonella pullorum sera and for porcine glucagon for bioassay have been established, and those for heparin and gas-gangrene antitoxin replaced. An International Reference Preparation for human immunoglobulin IgE has been established and that of diphtheria antitoxin for flocculation test replaced.

Other changes in this report include renaming some existing standards to conform with present bacterial nomenclature, and the discontinuation of several international reference preparations no longer required, eg organic arsenicals and melanimyl tripanocides.

Professional News

Pharmaceutical Society of Northern Ireland

Fairly good' response to survey — but more participants required

One hundred and sixty-four pharmacies have so far submitted returns in the survey of the role of Northern Ireland pharmacists in the community. The survey—carried out in October over a 3-day period—relates to dispensing, medicines sales, and requests for advice from the public (see *C & D* September 15, p335 and September 29, p421). However, pharmacists who were unable to complete the form in October have been asked to participate later, and should contact the Pharmaceutical Society of Northern Ireland secretary, Mr W. Gorman.

Announcing the numbers of returns so far at the November Council meeting, Professor P. F. D'Arcy described the response as "fairly good". A reminder was being sent to those from whom replies had not been received. He appreciated that December would not be a convenient month, but he would be happy to accept returns up to the third week in January.

The secretary reported that he had written to the Society's auditors to ask why their fee was greatly in excess of last year's. So far no reply had been received.

In reply to the Council's request for information about the present position concerning the bioavailability of digoxin, a letter from the Ministry of Health and Social Services was read. The letter drew attention to the circulars issued by the Committee on the Safety of Medicines dated August 2 and 4 1972 and a circular sent by Burroughs Wellcome & Co to medical practitioners about Lanoxin. Since August 1972 the subject of bioavailability of digoxin preparations has been under review but the Committee has not issued any further information to doctors on digoxin prescribing nor is any contemplated at present. Mr Kerr thought there was some misunderstanding as he believed some pharmacists were supplying Lanoxin brand digoxin on open prescription.

Drug interaction

Professor D'Arcy said a discussion on drug interaction had been held recently with their medical colleagues. He suggested another meeting should be arranged to discuss the bioavailability of drugs generally. Digoxin was not the only one creating a problem: anticoagulants and anticonvulsants were worthy of consideration. It was agreed to approach the College of General Practitioners.

The secretary reported that apart from an acknowledgement of its receipt nothing more had been heard about the Council's letter to the Ministry of Health and Social Services about the appointment of pharmaceutical administrative officers.

The application of Thomas Edward McDaid, Beech Lawn, 45 Forest Road, Meels, Wirral, Cheshire, for the restoration of his name to the register of pharmaceutical chemists for Northern Ireland was granted.

A letter from the secretary of the Pharmaceutical Contractors Committee was read stating that it was proposed that the joint subcommittee on the restructuring of health services should continue in being for another year until the new pharmaceutical committees were functioning smoothly. It was agreed that the president and Mr McIlhagger would represent the Council on the committee.

Committee reports

The reports from the Finance, Education and General Purposes Committee were adopted. In reply to a question the secretary said that so far in the present calendar year six students had registered as such. In the same period the Society had lost 19 members through death and another nine had requested the removal of their names from the register.

The report from the General Purposes Committee recommended that the deferment of the proposal to have steroid treatment cards issued in Northern Ireland warranted a close look at the matter of patient care generally. The Medic-Alert scheme had been discussed and seemed to be the answer to many of the problems raised.

The work of the Council's committees was also considered and it was felt that in the present conditions when travelling presented a real problem, meetings should be held only to consider specific matters. A close liaison between the chairman of each committee and the office would be maintained. Meetings of the Society's district branches had been discussed. The president said he was anxious these meetings should be resumed so that members could be informed about the Council's work and their opinions obtained on various contentious matters. Also the meetings should submit resolutions to the Council for consideration at the annual meeting of the Society.

Mr O'Rourke said no one was anxious to travel any distance to meetings in various parts of the Province. One could spend more than an hour getting home from a Council meeting. Before asking a speaker to attend a branch meeting he would like to be assured there would be a reasonable attendance. Mrs O'Rourke said she would not like branch members to think they were under compulsion to sub-

mit resolutions. If such were the case it was unlikely that anything useful would be forthcoming.

Professor D'Arcy said he and his colleagues in the department of pharmacy at the University would be glad to help in providing speakers for the meetings. He thought also that most speakers would prefer to talk to ten people who were interested rather than to 50 whose thoughts were miles away. The secretary said he was convinced if branch meetings were to be held the initiative would have to come from the Council.

Successful meetings had been held in Ballymena and Lurgan early in the present year when Professor D'Arcy had spoken on drug interaction. Meetings in November, December and January were not likely to be popular but he thought lectures might be arranged late in February or in March or April and a reasonable attendance expected. It would be suggested at these meetings that members if they wished, could submit resolutions on matters about which they felt concern for consideration by Council.

It was agreed that the secretary should write to the secretary of each district branch suggesting a list of topics for discussion and offering to supply one or more speakers.

It was agreed that the names of those members and students who had not paid the retention fee for the current year be removed from the appropriate register.

Dates to note

The president said the following dates should be noted:— December 4: Dinner dance in the Shelbourne Hotel, Dublin, in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland. December 5: UCA president's dinner, Woodlands Hotel, Lisburn.

A series of eight lectures had been arranged by the department of pharmacy on successive Wednesday evenings commencing January 16, 1974 on "Advances in pharmaceutical sciences", and would be held in the Medical biology centre, Lisburn Road, Belfast. It was agreed to hold the next meeting of the Council on December 13.

Health students call for nationalisation of drug industry

A call to put all manufacturing, development and distribution of drugs under state control was made at the National Association of Health Students conference last week. It was said that drugs which would not make a profit are not being developed.

Although not members of the Association, the British Pharmaceutical Students Association sent an observer — Mr David Gwillim — to the conference. Mr Gwillim told *C&D* that the call was part of a long motion which included other aspects of the National Health Service. Voted on as a whole, the motion was carried by a large majority of the 200 delegates attending. (BPSA is in agreement with NAHS in principle, but feel that the organisation is too left-wing).

Council plans guide to good pharmacy practice

A subcommittee to consider the publication of a "guide to good pharmaceutical practice," is to be set up by the Council of the Pharmaceutical Society of Ireland.

At the Council's November meeting, Mr T. A. McGuinn moved a motion "That the Council approves the preparation and publication of a 'Guide to Good Pharmaceutical Practice' and that the attached draft proposals be considered for this purpose". The draft had been prepared by Mr McGuinn and had been circulated to Council members. He pointed out that the Society was the professional registration body for pharmacists in Ireland and as such had responsibilities for the education and training of pharmacists. Those responsibilities should continue after qualification, as the Society had a duty to the public to lay down standards for the practice of pharmacy.

"I believe," said Mr McGuinn, "that some form of registration legislation will be introduced in this country. In such circumstances adequacy of premises, suitability of equipment, and conditions of hygiene will have to be considered and deemed satisfactory prior to the granting of a licence for a new pharmacy." It was obvious that the present methods involving unlimited distribution of pharmacies would not support such a system, because "it encourages the creation of a surplus of pharmacies throughout the country, many of which could not afford to be adequately equipped." The modern concept of medicinal quality control involved a graded system of control at the manufacturing stage, the wholesaling operation, and the community pharmacy level. "The Council, therefore, has a duty to advise members of the Society in this regard and for that reason I move this motion."

Mr M. F. Walsh, seconding, agreed that the Society should assume responsibility for the post-registration activities of pharmacists, and said that the issue was linked with medicine legislation and the EEC draft directives. The long term implications would have to be studied.

The motion was passed and it was decided to set up a subcommittee, under the chairmanship of Mr McGuinn, to consider the matter further.

Data on new drugs

In discussion of the Law Committee's report Mr P. Browne said he deplored the practice of marketing new drugs without previously furnishing full data to pharmacists. As a result, when hospital and community pharmacists were approached by doctors and members of the public for information on new drugs, they were in the invidious position of not being able to provide it.

Mr R. J. Power questioned the desirability of giving advance publicity about

new preparations in the national Press or literary digests, prior to their being marketed, and before the health professions had been fully informed as to the therapeutic use and contraindications, etc. of new preparations. It was decided to write to the Pharmaceutical, Chemical and Allied Industries Association on the matter.

Veterinary antibiotics

Some recent reports, suggesting that more stringent control of the distribution of veterinary antibiotics was imminent were "quite inaccurate", said Mr J. P. O'Donnell. He had reason to believe that the Minister for Agriculture would soon issue regulations restricting chloramphenicol to sale on prescription only. It was gratifying that pharmacists had accepted the measure, and had responded wholeheartedly to an appeal from the Society some years previously, not to supply chloramphenicol except on prescription. He understood that, on the advice of their professional organisation, veterinary surgeons were exercising voluntary restraint on the use of the drug except in cases where no other drug was appropriate. He had advocated that veterinary surgeons should purchase their supplies of chloramphenicol from community pharmacists but that view had not yet been accepted.

A letter was received from the Medical Union enclosing a copy of a memorandum on the subject of the Area Health Board psychiatric services which had been presented to the Minister for Health, Mr Corish. It was decided to refer the Report to the Medicines Subcommittee.

The honorary treasurer, Mr J. E. Burrell, reporting on the work of the Benevolent Fund, said that the annual dance was the principal social event in the pharmaceutical calendar. Its main purpose was to obtain money for disbursement to those in need and in the light of present day inflation it was evident that demands on the Fund would be greater in the coming year. He appealed to every pharmacist to attend the dance, or to send a subscription. Contributions from pharmaceutical firms would be particularly welcome.

Mr R. J. Power reported on a meeting of the General Assembly of the pharmaceutical group of the EEC which had been held in London at the end of October. There was no doubt, he said, that the expansion of the Community by the addition of three new countries had affected the original draft directives on pharmacy. The purpose of the EEC was primarily economic, and the Executive in Brussels were not so concerned about what arrangements were made between the member states for the harmonisation of courses etc. provided the objective of the free move-

ment of goods and services was achieved.

Mr Burrell wished to elaborate on a statement he had made at the September Council meeting concerning the dispensing of prescriptions by an assistant in the absence of the pharmacist. He was not referring to the legal right of a pharmaceutical assistant to transact the business of the pharmacist in his temporary absence. Instead he was alerting pharmacists to the fact that they should examine their professional liability policies since some insurance companies had inserted a clause to the effect that cover would be provided only for transactions carried out when the pharmacist was present. That was a contractual arrangement between the pharmacist and the insurance company and was why he advised members to scrutinise their policies closely.

The president thanked Mr M. F. Walsh for circulating a memorandum on certain aspects of the role of the Society, and hoped that council members would give careful consideration to it.

It was decided to arrange a meeting with the Post-Graduate Education Committee to discuss the provision of lectures for members of the public, Parent-Teachers Associations, and similar organisations on drug education problems. On the proposal of Mr A. Quirke, the Council agreed to start their monthly meetings at 11 am for a trial period.

Mr Luke J. Baxter, B.Sc. (Pharm.) MPSI was appointed a forensic pharmacy examiner under the Pharmacy Act 1875, Section 21. Mr Michael G. Connolly, MPSI, was nominated for the vacancy on the Cavan Local Health Committee.

The Licence Certificate of Evelyn Marie Tighe was signed and sealed. Mrs Kathleen Byrne (nee Flynn), LPSI, and Miss Brigid Quigley, LPSI, were elected members of the Society.

Register changes

On submitting marriage certificates the following Pharmaceutical Assistants were granted change of name in the Registers: Mrs Kathleen Conneely (nee Vesey), Mrs Sheila A. Kelliher (nee O'Donoghue), Mrs Catherine A. McEvoy (nee Foran). The name of Mrs Elizabeth Collins (nee Whelan) LPSI, St Fachtna's Tawnus Lower, Clonakilty, Co. Cork was restored to the Register.

The following changes of address were notified: Mrs Joan Murphy, LPSI, 6 Neville Road, Rathgar, Dublin 6; Mr Patrick Cronin, MPSI, 34 Halldene Avenue, Bishopstown, co Cork; Mr J. B. Dowdall, MPSI, 8 Gisburn Drive, Lowercroft Road, Parkland Heights, Bury, Lancs.

The following were granted preliminary registration in the pharmaceutical chemists Preliminary Register:

Mary Teresa O'Hanrahan, 39 Roselawn, Castleknock, co Dublin; Audrey Mary Doyle, 48 Vernon Avenue, Clontarf, Dublin 3; Kevin Christopher Carey, 60 Hillview Estate, Dun Laoghaire; Marie Colette Donnelly, "Freja", Dublin Road, Naas, co Kildare; Yacoob Kara, 114a Terenure Road, North, Dublin 6; Hannah Bridget O'Carroll, "St Brendan's", Caherlee, Tralee, co Kerry; Colm Thomas Stanley, 12 Deerpark Avenue, Castleknock, co Dublin; Francis Mary Murtagh, "Glyndale", Maynooth Road, Celbridge, co Kildare; Patrick Gerard Brogan, Carrick Road, Boyle, co Roscommon; Margaret Mary Sheehan, 5, Braemor Avenue, Churchtown, Dublin 14; Marian Patricia Hennigan, Carrowcushlaun, Ballina, co Mayo; Noeleen Rose Dargan, 8 Orwell Park, Rathgar, Dublin 6; Margaret Rose Marian Ryan, Cattaganstown, Killtuala, co Tipperary; Bridget Mary Berney, Monaseed, Gorey, co Wexford; Peter Gerard

Murphy, Main Street, Mitchelstown, co Cork; Cecelia Ann McVeigh, Strawhall, Athy Road, Carlow; John Butler, Ballytarsna, Cashel, co Tipperary; Paul Gerard McHugh, Park House, Duke Street, Athy, co Kildare; Ian David Nish, Hillside, Glen of the Downs, Delgany, co Wicklow; John Francis Doran, St Anthony's, Carrigans, Lifford, co Donegal; Elizabeth Mary Barron, "Samphire", Rock Lodge, Monkstown, co Cork; William Marian Hanlon, 3 Parnell Avenue, Enniscorthy, co Wexford; Anne Geraldine Broe, "Moyola", Belvedere Road, Wexford; Brigid Margaret McEvoy, The Medical Hall, Granard, co Longford.

Jaiparkash Mahdavo, 295 West Road, Overport, Durban, Natal, South Africa; John Finbarr McLaughlin, "Eversleigh", Bandon, co Cork; Richard Anthony Mary Phelan, 33 Michael Street, Waterford; Deirdre Anne Gallagher, Charlestown Road, Tubbercurry, co Sligo; Johanna Anne Cuddy, 67 Kenyon Street, Nenagh, co Tipperary; Marie Teresa O'Reilly, 2 Park View, Dundalk, co Louth; Maurice P. R. O'Connell, 20 Poddle Park, Terenure, Dublin 6; Angela Marial Pius Creedon, Main Street, Tarbert, co Kerry; Gerard Francis O'Neill, Kilkerin, Labasheeda, Kilrush, co Clare; Patrick Halligan, Ballynacargy, Mullingar, co Westmeath; Helen Ejim Mbey, PO Box 57, Afikpo, Nigeria; Theresa Murnane, 14, The Close, Mount Merrion, co Dublin; Bernadette A. Buckley, Cloghan Hill, Cloghan, Birr, Offaly; Giles Christopher Mary Barrett, 2, St Ann's Terrace, New Street, Limerick; Patrick Vincent Irwin, Clonalour, Oakpark, Tralee, co Kerry.

Coming events

Monday, December 3

Doncaster Branch, Pharmaceutical Society. Danum Hotel, Doncaster, at 8 pm. Mr M. Cwan (ex Yorkshire and England cricketer) on "Impressions of playing for England".

East Metropolitan and West Ham Branch, Pharmaceutical Society. Wanstead Library, Spratt Hall Road, London E11, at 8 pm. Mr F. A. D. Allen on "Gout and the gentry".

Stockport Branch, Pharmaceutical Society. Alma Lodge Hotel, Stockport, at 8 pm. Mr R. R. Jackson on "British birds".

Tuesday, December 4

Colchester Branch, Pharmaceutical Society. Postgraduate centre of medical and allied sciences, Essex County Hospital, Colchester, at 8 pm. Mr Kennedy on "History of the Customs and Excise department".

Finchley Branch, Pharmaceutical Society. School of Pharmacy, Brunswick Square, London WC1. Mr A. Edwards on "Vascular diseases" at 8 pm. Joint meeting with North Metropolitan Branch.

Leicester and Leicestershire Branch, Pharmaceutical Society. Postgraduate medical centre, Leicester, at 8.30 pm. Meeting.

Liverpool Branch, Pharmaceutical Society. Adelphi, at 8 pm. Mr D. G. Lyon (veterinary officer) on "Animal care at Chester zoo".

Sheffield Branch, Pharmaceutical Society. Royal Victoria Hotel, Sheffield, at 8 pm. Meeting on "Drug dependency".

Wednesday, December 5

Harrogate Branch, Pharmaceutical Society. Smith's Arms, Bechwithshaw, at 7.30 pm. Dr J. A. Smith on "Biological time clocks — what makes them tick?".

Northumbrian Branch, Pharmaceutical Society. Seaton Delaval. Medieval banquet.

Pharmaceutical Group, Royal Society of Health. British Dental Association, 64 Wimpole Street, London W1, at 7 pm. Joint meeting with the dental and allied subjects group, on "Promotion of dental health".

Pharmaceutical Society. 17 Bloomsbury Square, London WC1A 2NN, at 7 pm. Harrison memorial lecture. Dr T. D. Whittet (Chief pharmacist, Department of Health and Social Security) on "Some contributions of pharmacists to analysis".

Worthing and West Sussex Branch, Pharmaceutical Society. Pavilion, Field Place, Durrington, at 8 pm. Barn dance.

Thursday, December 6

Burnley Branch, Pharmaceutical Society. McKenzie medical centre, Burnley, at 8 pm. Dr P. D. Drinkwater on "First-aid and resuscitation".

Galen Group, Pharmaceutical Society. David Sweet Hall, Addiscombe Grove, Croydon. Christmas dance.

Dundee and Eastern Scottish Branch, Pharmaceutical Society. Queen's Hotel, at 7.30 pm. Mr J. Allardyce on "Appliances and recent developments".

Huddersfield Branch, Pharmaceutical Society. Masonic Hall, Greenhead Road, Huddersfield, at 7.30 pm. Annual dinner.

Nottingham Branch, Pharmaceutical Society. Postgraduate medical centre, City Hospital, Nottingham, at 8 pm. Mr G. C. Bond on "Antiques".

Society of Cosmetic Chemists of Great Britain. Royal Society of Arts, 6 John Adam Street, London WC2, at 6.30 pm. Mr P. G. Ruffhead on "Patients — why bother?".

Stirling and Central Scottish Branch, Pharmaceutical Society. Golden Lion Hotel, Stirling, at 8 pm. Dr M. Parker on "Microbial contamination of medicines".

Thames Valley Branch, Pharmaceutical Society. Winthrop House, Surbiton, at 8 pm. Mr H. V. Foord (BBC weather service unit) on "Your weather service".

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Post Scripts

US consumers seek banned goods

The Consumer Product Safety Commission is asking for volunteers or "consumer deputies" to check that goods on the CPSC banned products list are not being sold. Initially the campaign will concentrate on dangerous toys of which about 1,500 have been banned under the 1969 Child Protection and Toy Safety Act. Later, checks will be carried out on products covered by the Poison Prevention Packaging Act which states that a new child-resistant container must be used for drugs requiring safety packaging, the Flammable Fabrics Act and the Refrigerator Door Safety Act.

The investigators will ask the retailers to remove the offending goods. Failure to do so could mean "criminal penalties".

Blocked wells?

Under the above title "Peterborough" in his *Daily Telegraph* column wrote recently: "An Oxford reader who asked for cod-liver oil in a chemist's was amused to be told that supplies were delayed 'because of the Middle East crisis'." — Probably a "cod".

Letters

A distant cloud?

With reference to the letter of my good friend Mr Wilson (last week p751), may I say that I wish he had heard the whole talk, but obviously that was impossible.

The title "A distant cloud—nationalisation?" was a question.

I also think it only fair that members of our Society should be aware of distant clouds whether they blow away or come suddenly on us.

I neither advocated "for" or "against" nationalisation, but put up the relevant point of both sides of this question, pointing to the trends in other countries. It is up to all pharmacists to give careful thought to these issues.

In these political times "distant clouds" can suddenly become the issue of the moment. I am not advocating "the shackles" but perhaps we might compare the conditions of our medical colleagues in general practice today with those before it became in fact a salaried service—a vast improvement and certainly they have not become "slaves".

I posed this question: A certain amount of individual freedom would be lost, inevitably, but would the gains outbalance this?

I would thank Mr Wilson for his letter since it shows that he is thinking on these problems; also the talks I have given on this subject have provided keen and useful discussion.

Mervyn Madge
Plymouth

Veterinary medicines

My attention has been drawn to recent reports in the Irish national press concerning proposals for the control of drugs for animal use — particularly antibiotics. Most of these reports are wide of the mark and some of them quite misleading. Nobody should defend the present free-for-all situation where potent medicines for veterinary use are sold from a wide variety of outlets without the requisite professional advice at point of sale. My committee have consulted many interested groups and we are convinced that a workable system of control can be devised which would balance the over-riding need for preventing abuse with the desire of farmers to have reasonable access to medicines for the treatment of their animals.

Pharmacists advocate that control is necessary and suggest the following measures:

1. Chloramphenicol as a special case, should be restricted to supply on the authority of a veterinary prescription. Pharmacists have responded to an appeal from the Pharmaceutical Society of Ireland some years ago not to sell chloramphenicol except on prescription. Its use as a feed-additive is not permitted under a

recent regulation made by the Minister for Agriculture.

2. Other veterinary antibiotics should be subject to schedule 2 control under regulations to come into force when the 1961 Poisons Act becomes operative. In practice, this means that a farmer requiring 100cc of penicillin suspension for animal use could purchase the drug only from a pharmacist to whom he is known and would be required to sign a register at the time of the purchase, in a registered premises, when other details of the transaction would be recorded and appropriate advice would be given. This proposal would ensure responsible distribution in the context of a reasonable and workable control system. Farmers would not be encouraged to purchase medicines in anticipation of need.

It is important that Ireland should adopt now a rational system of control which accommodates as far as possible the viewpoints of the parties directly concerned with the public interest. Failure to do so could mean that external pressures will force the introduction of restrictions which would penalise the farming community.

Gerald Breen,
chairman,

National Pharmaceutical Veterinary
Committee,
Irish Pharmaceutical Union

Don't cut—distribute

Mr Beanland is reported as having advocated a halving of the number of pharmacies (November 24, p 727) to solve pharmacy's problems. This is not a policy with which I can agree, the reduction in number of pharmacies must be urgently stopped. Surely the days when the cry "biggest is best" was acceptable have long since passed. Our plans now must be towards providing a pharmaceutical service where the public needs it—that is in or near the housing estates and other residential areas of cities, in the urban and suburban shopping centres and in market towns or larger villages.

It is socially wrong to try to concentrate everything into one centre; patients become faced with unnecessary difficulties in gaining access to a pharmacy, those with cars face parking problems, those without them, particularly the mothers with young children and the elderly, are faced with long walks, longer than some are capable of. If we intend to carry on with a policy of reducing the number of pharmacies then we cannot claim the exclusive right to sell medicines, other people would have to be found to provide a service where the community needed it, and this is surely unthinkable.

I will agree with Mr Beanland's preference for two pharmacists in a pharmacy and this is a goal we must work for. But it cannot be achieved either by reducing our services to the public or by making the lot of the single-handed pharmacist impossible (as for example by insisting on him closing the premises while he makes a phone call or prosecuting him if he has more than 60 minutes for lunch).

There are other means of having two pharmacists. The commercial side of the business must be viable, and schemes like Care enthusiastically supported could do much to keep some pharmacies in being.

Maybe the NHS contract could ultimately be redesigned so that an element of payment was made for the second pharmacist (doctors get a group practice allowance when there is more than one doctor, without there being a salaried service). A real effort to achieve ability to plan the distribution of pharmacies would provide the stability necessary to encourage a pharmacist to take a partner.

These are among the possibilities that could enable us to provide a good, well distributed service to the public, and acceptable terms of service for the pharmacist of the future. The continued rate of closure can only lead to more difficulties for the public and loss of credibility for pharmacy as a guardian of the nation's health.

D. L. Coleman
Stalham, Norfolk

Treatment of drug dependence an 'arduous process'

There can be no rigid treatment applicable to all patients who have drug dependence problems, says Dr A. Balfour Sclare, consultant psychiatrist, Glasgow Royal Infirmary.

Speaking at an evening meeting of the Pharmaceutical Society in Edinburgh recently, he said the programme must be tailor-made to suit the individual and varies according to his personality, his access to drugs, his environment, the patient-drug interaction and, above all, his motivation towards a drug-free life. Treatment of most drug takers is an arduous process, he said. "Let no professional blithely enter the field of treating drug takers unless he possesses a mature personality, massive tolerance and at times firmness and definiteness in his approach."

It is important to understand the sufferer's reliance on drugs and the young person's attitude towards the world in general, he said. "Our cause is lost if we declare or even imply a moralistic approach to the drug abuser." The more experienced professionals sometimes become exasperated, scornful or dismissive about drug takers he said, whereas younger staff tend to over-identify with the drug taker which can also be unhelpful.

In-patient care is necessary when the drug taker develops physical complications, succumbs to social stress or experiences abstinence syndrome. Outpatient attendance is often required as a supportive measure for a year or more following a spell in a hospital; drug takers usually remain insecure for a long time afterwards and there is always a risk of relapse.

Dr Balfour Sclare outlined the physical methods of treatment, mainly applicable to opiate and barbiturate dependence. But treatment "is more than a straightforward pharmacological exercise" he said. Individual and group psychotherapy, medical follow-up and social care also play important parts.

Pharmacists could contribute by providing an early warning system on changing fashions of drug abuse. They should dispose of drugs no longer used so as to make their premises as unattractive as possible to thieves.

Company News

Boots - Fraser merger goes to Commission

The bid by Boots Co Ltd for the House of Fraser (*C&D*, November 10, p673) is to be referred to the Monopolies Commission. This was announced in Parliament Tuesday by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, who said that the action was being taken under the size of assets criterion of the Fair Trading Act.

The Commission has been given five months to make its report.

If the merger went through the combined turnover of the businesses would probably exceed £600m in the current year making it the third largest retail group and among the top 20 biggest companies in the UK.

Crookes Veterinary Ltd, a wholly-owned subsidiary of Crookes Laboratories Group Ltd which is part of the Boots Co Ltd has been acquired by Anglian Food Group and from December 1 will trade as C-Vet Ltd. No major changes of personnel or marketing policy is envisaged at present according to the two companies.

Transfer of personnel and plant to parentree will commence as soon as possible and should be completed by next spring. Meanwhile marketing of Crookes veterinary products will be through the same channels as previously.

Big improvement in ICI sales and profit

In the first nine months of the year Imperial Chemical Industries have had a profit before tax and grants of £219m, which was £78m more than for the whole of 1972. Sales jumped to £1,575m from £1,247m in the comparative period of 1972. The home market was responsible for £689m (£578m in 9 months of 1972) and overseas for £886m (£669m). Exports from the UK totalled £288m (£207m).

After taxation and grants the profit applicable to ICI Ltd was £133m (£63m).

Bayer AG turnover and net profit up 14.5 per cent

Figures for the first nine months of 1973 issued by Bayer AG, Germany, reflect the world-wide boom which has raised production in the main industrial countries. At the same time, however, Professor Dr Kurt Hansen, chairman, stated that to date the enterprise has not been influenced by the shortage of raw materials or the Middle East crisis. World turnover of the company during the period of the first nine months rose to DM 10,817m, an increase of 13.2 per cent over the corresponding period in the previous year. Profit before tax is up 34.3 per cent to DM 927m and profit after tax is DM 388m, an improvement of 23.2 per cent.

Similar figures for Bayer AG, the parent company, show turnover for the first three-quarters of the year increased 14.5 per cent to DM 5,746m; profit before tax up to 26.1 per cent to DM 579m; and profit after tax improved 14.5 per cent to DM 253m.

Briefly

Warner-Lambert Co of the US are making arrangements to have their shares quoted on the London Stock Exchange.

AB Astra has been awarded a bronze "Oscar of Industry" for its 1972 annual report. The award was in the foreign classification of a competition in which 5,000 competed run by *Financial World*. **E. J. R. Lovelock**, Oaklands Drive, Sale, Manchester M33 1WS, died on November 11. His oils business is being continued, and for the moment is being managed by P. Jowett, PhD, MSc, ARIC.

in London last week with the object of buying chemicals. They met prospective suppliers in the newly established World Trade Centre near Tower Bridge.

The pharmacy trading as **Millidge & Son** 47 High Street, Newport, Isle of Wight, is closing down on December 15. It was opened as a family business in 1823 by Mr W. H. Millidge and continued in the family until 1946, when it was bought by Mr Charles Fry. Mr Fry is selling the premises on his retirement at the end of the year.

Appointments

Volumatic Ltd have appointed Mr H. Blake their general manager.

Paines & Byrne, Ltd: Mr Fred Diggins has been appointed joint managing director of the company.

Odex Racasan Ltd; group pre-tax profit for the six months ended September 30 was £289,600 from sales of £2.08m against £236,000 from £1,842,800 in the comparable 1972 period.

Syntex Pharmaceuticals Ltd have appointed Mr Garth Gunston, MPS, marketing manager, UK ethicals division; Mr G. Frew and Mr G. Edwards have been appointed product managers. Other changes include Mr P. Fogarty, advertising manager, and Mr A. Jarrett, personnel manager.

Roussel Laboratories Ltd have appointed Mr C. Green as sales executive responsible for the sale of their agricultural and feedstuff chemicals to the UK and Eire. Mr C. G. Clifford, previously sales manager, has been appointed general manager, and assumes total responsibility for all the company's and overseas subsidiaries' activities in the chemical market.

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Blakoe Vitamin E (High Potency)		Cream	94p	£1.40



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Market News

UP AND UP

London, November 28: Prices of most commodities particularly essential oils continue up and up. Reference in these columns was made last week to anise oil which had been sold at £25/kg. During the week that barrier had been broken and at least £27 was paid. Over £30 was expected to be paid before the end of the week. Other oils which have been commanding scarcity values are lavender, rosemary and American peppermint.

Among crude drugs scarcities continue in the stocks of aloes, buchu, squill (white) and most balsams, waxes and gums. Indian valerian was quoted higher by 50 per cent in the absence of Continental material. Styrax, podophyllum, menthol, lemon peel and cochineal all moved up.

Oleic acid is currently quoted around £300 per metric ton but is showing a downward trend. On the other hand lanolin is moving up, BP grades being between £430 and £500 per metric ton.

Pharmaceutical chemicals

Borax: BP grades, per metric ton, in paper bags delivered—granular £112; crystals £154; powder £122; extra fine powder £126. Technical grades less £24 per ton.

Bromides: Crystals (£ per kg).

	12½-kg	50-kg	1-ton
Ammonium	0.59	0.477	0.422
Sodium	0.53	0.4235	0.3885

*Powder plus 2½-3p kg as to quantity.

Ether: Anaesthetic BP—2 litre bottles £0.91 each for under 350 litres; £0.85 each for over 350 litres; 45-litre drums £0.31 litre for 350-litre lots. Solvent BP—per metric ton in drums from £333 for 50-kg lots in 16-kg drums down to £318 in 130-kg drums.
Ergometrine maleate: 100-g lots £5.25 g.
Hyoscine hydrobromide: £314.14 kg.
Hyoscyamine sulphate: (100-g lots) £59 kg.
Hypophosph. tes: £ per kg.

	12½-kg	50-kg
Calcium	1.4	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Isoprenaline sulphate: 5-kg £16.50 kg.
Kaolin: BP is £66 per 1,000 kg in sacks.
Magnesium carbonate: Heavy £200.00 metric ton.
Magnesium peroxide: 50-kg lots 23-25 per cent £0.59 kg.
Magnesium hydroxide: BPC £560 metric ton.
Magnesium oxide: BP (per metric ton); light £560; heavy £890.
Magnesium peroxide: 50-kg lots 23-25 per cent £0.59 kg.
Magnesium sulphate: BP crystals £46.75; BP exsiccated £115.40 per metric ton, ex works.
Magnesium trisilicate: £470 metric ton.
Methyl salicylate: Per metric ton in 5-ton lots £467.50; 17-ton £472.50; 500-kg £477.50.
Methylated spirits: (per bulk gal, delivered) 45-gal drums minimum 900 gal, industrial 66 op £0.324; perfumery quality 68 op £0.377; mineralised 60 op; £0.338. In tank wagon, 2,500-gal the rates are £0.301, £0.354, £0.315 respectively.
Neomycin sulphate: 5-kg lots £36.00 kg.
Penicillin: Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.
Salicylic acid: per metric ton 5-ton lots £445; 1-ton £470; 250-kg £520.
Streptomycin: £11 kg base; dihydrostreptomycin £11.5 kg base.
Strychine: (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.
Sodium benzoate: One-metric ton lots £283.30.
Sodium bicarbonate: BP £30.21 per 1,000 kg minimum 8-metric ton lots delivered London.
Sodium chloride: Vacuum dried £8.73 per 1,000 kg in plastic sacks for 6-metric ton lots, ex works.
Sodium citrate: £313.00 per metric ton.

Sodium perborate: (per 1,000 kg) monohydrate £283.50—tetrahydrate £145.75.
Sodium percarbonate: (per metric ton) £170.75.
Sodium potassium tartrate: £315 per metric ton.
Sodium salicylate: Per kg in 5-metric ton lots £0.54; 1-ton £0.55; 250-kg £0.56½; 50-kg £0.59.
Sodium thiosulphate: £55 per metric ton.

Crude drugs

Balsams: (kg) Canada: nominal. Copaiba: no offers. Peru £2.80 spot; shipment £2.70, cif both nominal. Tolu: BP £2.20 spot; £2.15 cif.
Cochineal: Tenerife black-brilliant £9.50 spot; £9.25, cif; silver grey £8.50; £8.25 cif. Peruvian silver grey £8.25; £8.10, cif.
Lanolin: Anhydrous BP minimum 1,000 kg £430 to £500 as to grade.
Lemon peel: Spot £650 metric ton; £620, cif.
Menthol: Brazilian £9.00 kg spot; £9.20, cif. Chinese £10.00, cif.
Pepper: (ton cif.) Sarawak black £545, white £890.
Pimento: Jamaican £830 long ton, cif, nominal.
Podophyllum: Emodi (metric ton) £425; shipment £400 cif.
Squill: White unobtainable.
Styrax: Turkish £2.25 lb. spot; £2.15, cif.
Valerian: (metric ton) Indian £450 spot; £425, cif. Continental not offering.
Waxes: Bees nominal Candelilla £570 ton spot; £545, cif. Carnauba prime yellow, spot £725; £675, cif; fatty grey £420; 415, cif.
Witchhazel leaves: Spot £1.35 kg; £1.32 cif.

Essential and expressed oils

Almond: Drum lots £0.70 kg.
Anise: Spot traded at £27.00 kg.
Cade: Spanish £0.90 kg.
Camphor white: Spot £2.20; £2.00, cif.
Citronella: Ceylon £2.20 kg spot and cit.
Lavender: French £12.00 kg.
Lemongrass: £3.20 kg spot, £4.00, c.i.f.
Lime: West Indian £8.50 kg spot.
Mandarin: £7.00 kg.
Nutmeg: (per kg) English distilled from West Indian £15.75; from E. Indian £13.55. Imported £5.70.
Olive: Spanish £720-£730 metric ton, cif. Tunisian £640-£650. Spot £740-750 duty paid.
Pennyroyal: Nominal.
Peppermint: (kg) Arvensis Brazilian £4.10 kg all positions. Piperata American from £17.00.
Rosemary: £5.12 kg.
Sandalwood: Mysore £26.00 kg.

The prices given are those obtained by Importers or manufacturers for bulk quantities and do not include value added tax.

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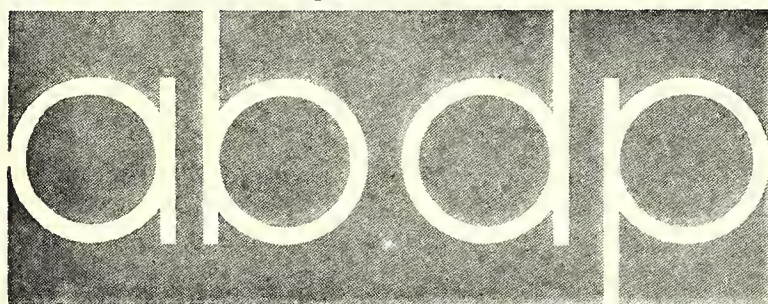
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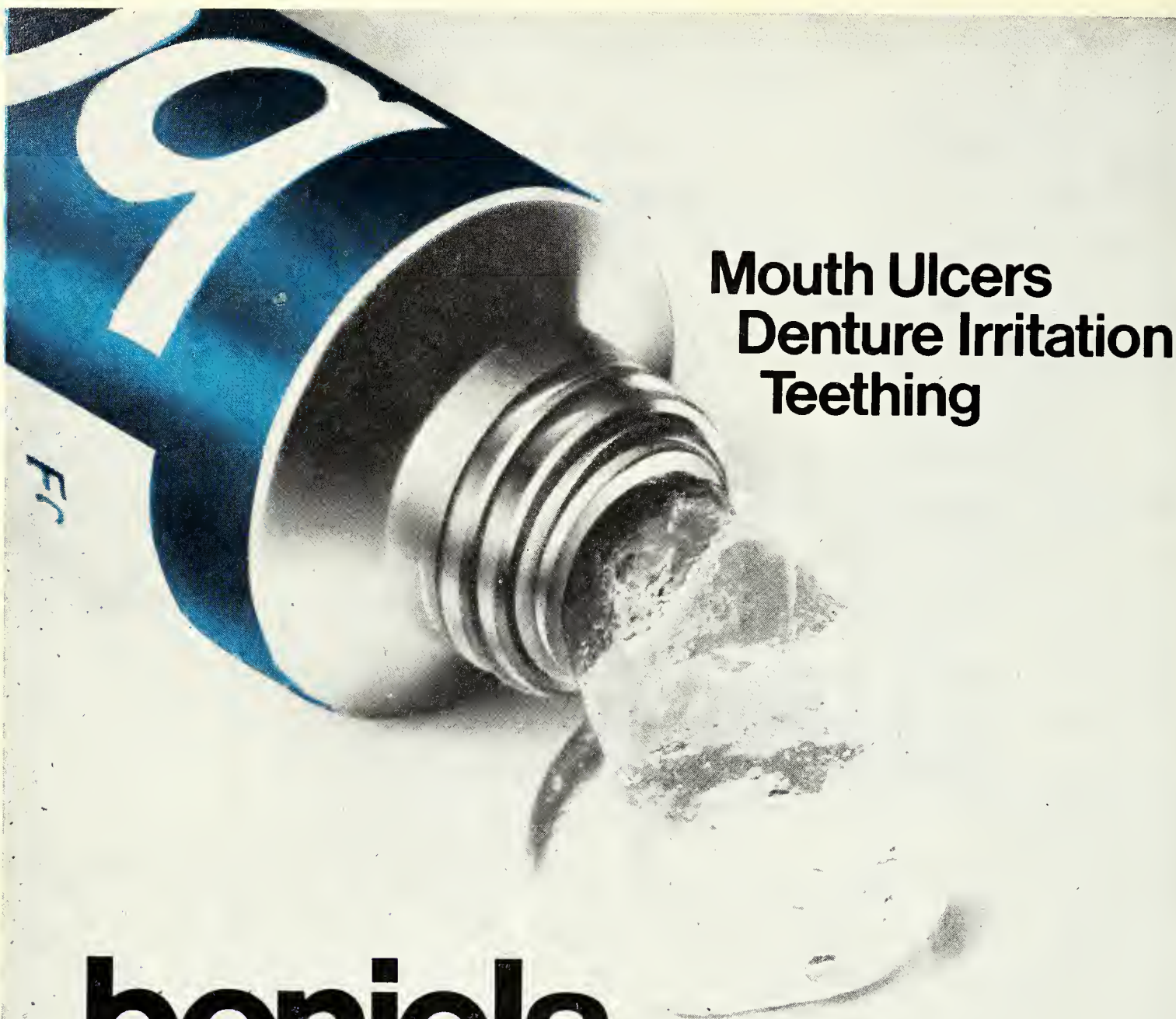
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